



ADVANCE PLANNING BRIEFING TO INDUSTRY

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BACKGROUND

- **STRICOM Omnibus Contract (STOC)** Awarded between Sep 00 and Feb 01
- Multiple Award IDIQ Contract
- Scope of STOC Provides for the Acquisition of Any Product/Service Related to STRICOM's Four Core Domains:
 - **Live**
 - **Virtual**
 - **Constructive**
 - **Test - Instrumentation**



STOC CHARACTERISTICS

- 33 total Small and Large Awardees
- 8 year Ordering Period
- \$4B Ceiling
- \$223M Funded to Date
- More Information can be found at:
<https://stoc01.stricom.army.mil/Applications/STOCUseful.nsf>



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IMPACT OF ACQUISITION PROCESSES ON B&P COSTS

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STOC & INDUSTRY PARTNERS FEEDBACK/CONCERNS

- **Communication/Notification of Requirements**
- **Socioeconomic Considerations**
- **Competition**
- **Best Value/Multiple Award Philosophy**
- **Evaluation Criteria**
- **Down Select Process**
- **Alpha/Delta Contracting**



COMMUNICATION/NOTIFICATION OF REQUIREMENTS

- Command Forecast Information on STRICOM Knowledge Center Website
- Post ORD, Draft MEP, Draft Acquisition Strategy
- Post Acquisition Strategy Review Briefing Charts
- Post Draft Solicitation Documents
- Industry Participation in Preparing, Reviewing, and Revising Documents

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SOCIOECONOMIC CONSIDERATIONS

- Commitment to Socioeconomic Goals Remains Regardless of Acquisition Tool
- Set-Asides
- Subcontracting Possibilities
- Evaluation of Subcontracting Performance



COMPETITION

- Commitment to Principles of CICA
- Political Correctness of Acquisition Reform
- Straightforward Communication with Industry
 - “Incumbent” Identification
 - Evaluation Criteria should reflect Programmatic Risks
 - Standard for Sole Source
 - Realistic Response Times



BEST VALUE/MULTIPLE AWARD PHILOSOPHY

- Best Value Continuum
- Trade-Off Process
- Fair Opportunity
- Multiple Award versus FAR Part 15



EVALUATION CRITERIA

- Limit Number (Trade-Off Decision)
- Remove the Guesswork
- Balance/Reflect Programmatic Risk
- Communicate Order of Importance



DOWN SELECT PROCESS

- Should Streamline Process/Reduce Resources Expended
- Must be Communicated
- Very Useful in Multiple Award Environment



ALPHA/DELTA CONTRACTING

- Alpha Contracting Equals Sole Source
 - Team Approach during the entire Acquisition Process (No Throwing it Over the Wall)
 - Short Completion Times
- Delta Contracting Equals Competitive Cooperation
 - Maximum Industry Participation
 - Full Utilization of Concept of Exchanges
 - Not for the Feint of Heart



SUMMARY

- Communicate, Communicate, Communicate
- If Something Doesn't Make Sense...Call

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